

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

May 6, 1998

RJR Account #570300  
Mr. T. Hyrb  
SCHEIDELMAN, INC.

**JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541**

Dear Tom:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

**PO #051998-CTS**

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	<u>1</u>
Light 100	12300-25292	<u>1</u>
FF 100	12300-25293	<u>1</u>
Lt Men 100	12300-25294	<u>1</u>
Ult Lt 100	12300-25295	<u>1</u>
Box 100	12300-25296	<u>1</u>
Lt Box 100	12300-25297	<u>1</u>

Billing per 6M Case:

**24 Savings Cartons**

Product Arrival:

**May 19, 1998**

Ship Date to Retail:

**Week of: June 8, 1998**

EFT \$ Amount:

**\$1,535.17**

**PARTNERS 'BONUS' REPORTING DESCRIPTION**

**'DOR JUN B8G2F'**

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B8G2F CTS  
SCHEIDELMAN, INC.

**PROMOTION DESCRIPTION:**

**\*\*\*\*\* NO PACKING IS REQUIRED \*\*\*\*\***

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT  
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **\$25.20 (7 (6M) case(s) @ \$3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610  
/jc  
cc: 162206  
L. E. MacWilliams

Enclosure: Customer List

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB&JUN.DOC

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**DIRECT ACCOUNT RETAIL CUSTOMER LIST****PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE****RETAIL DISTRIBUTION DATE: 6/8/98****\*\*NO PACKING REQUIRED\*\* POS Kits/ Floor Base Displays will be shipped directly to Retail Accounts.****7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100****7 STYLES**

SREP/REP	REP	ACCOUNT NAME	ADDRESS	CITY	STATE	ZIP	COUNTY	COMPANY	VAR	CARTONS PER STYLE
162206	162235	806798	MARY'S PLACE	55 CENTRAL PLZ	ILION	NY	CS	570300	SCHEIDELMAN, INC	30
570300 Total										1
										CASE(S) PER STYLE

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